



INVESTOR MEETINGS – SCOTIABANK

January 2021

01

Where Were We?

- Diversification, Growth & Milestones

02

Flexible Business Models to Address Social and Health Challenges

- Banco Internacional
- Confuturo
- AFP Habitat
- Health: RedSalud, Consalud and Vida Cámara
- ILC

03

Value in the Fundamentals

- Leadership
- Returns
- Resilience
- Solvency
- Dividends
- Adaptation

04

Wrap-Up and Conclusions

05

Annex

01 Where Were We?

- Diversification, Growth & Milestones



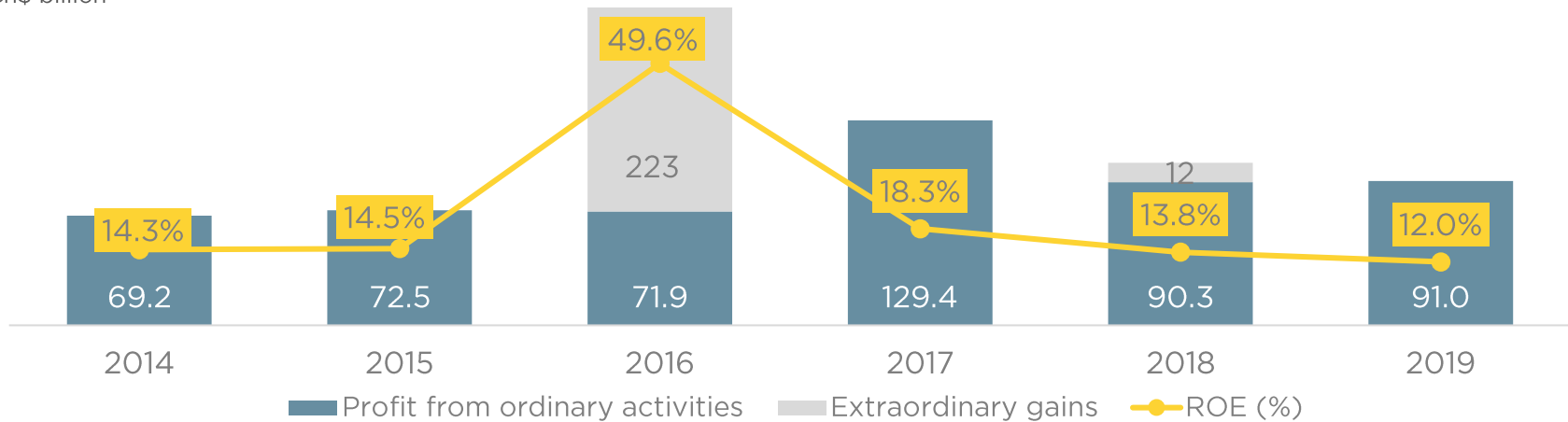
RECURRING PROFIT: FROM CONSOLIDATION TO GROWTH



2012 – 2016: Consolidation

2017 – 2022: Growth and Diversification

Ch\$ billion



Main Strategic Milestones



- Partnership with Prudential in AFP Habitat
- Regional expansion: Peru and Colombia



- Acquisition in 2013
- Alternative asset growth strategy (2016-2020)
- CLP\$110 bn. in capital increases

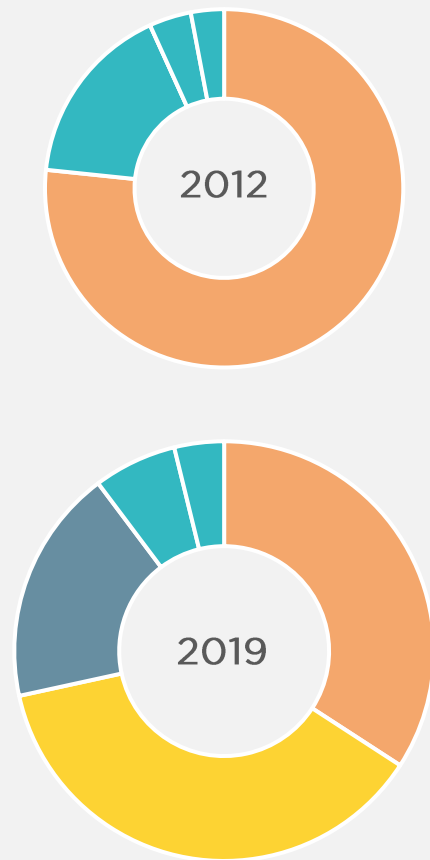


- Acquisition in 2015
- Operational turnaround and growth
- CLP\$90 bn. in capital increases



- Operational turnarounds in healthcare services
- Digital transformation in health insurances

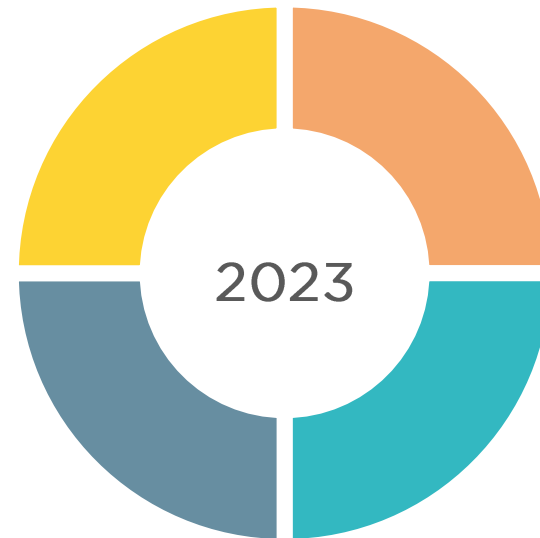
Diversification of ILC Recurring Profit



Life insurance



Pensions



Banking



Health



02 Flexible Business Models to Address Social and Health Challenges

- Banco Internacional
- Confuturo
- AFP Habitat
- Health: RedSalud, Consalud and Vida Cámara
- ILC



2 HISTORIC EVENTS IN 5 MONTHS



Social Unrest: October 2019



Pandemic: March 2020



Where have we concentrated our efforts during these two events?
Adapting and flexing our companies' business models.

ADAPTATION AND FLEXIBILITY



01



From Growth
to Risk Focus

02



Premiums based
on Investment
Opportunities

03



Geographical
Business
Diversification

04



Immediate
Adaptation to
the Pandemic

05

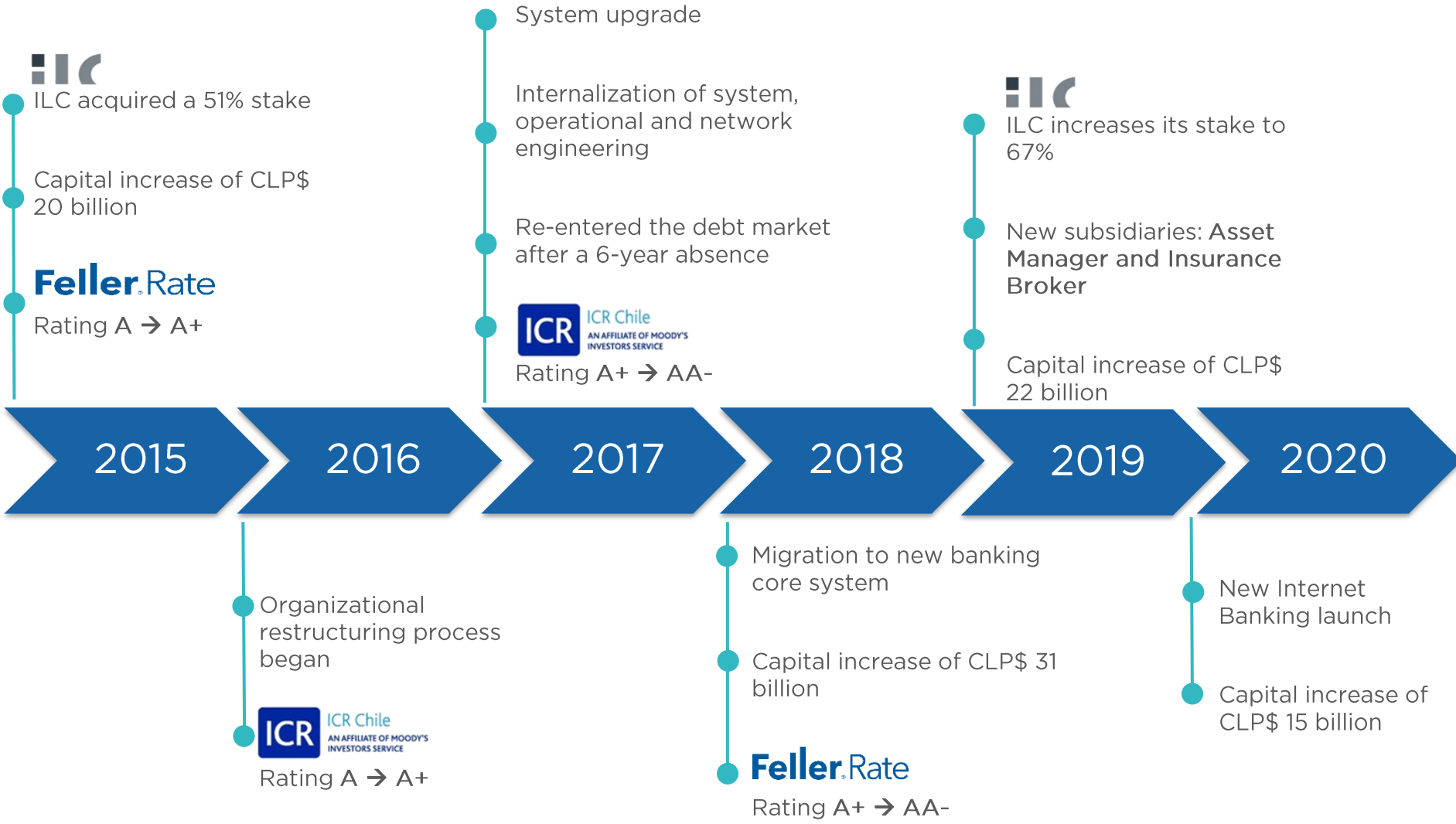


Deepening the
Social Role

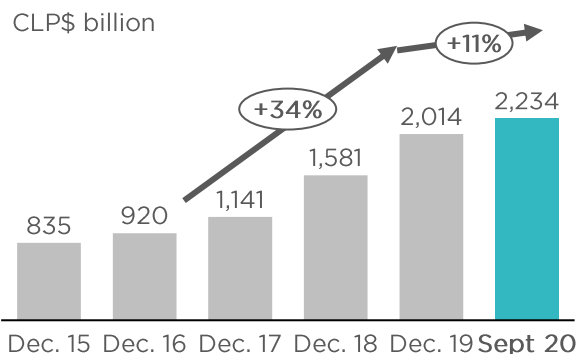


FROM GROWTH TO RISK FOCUS

ORGANIZATIONAL CHANGE AND SOLVENCY

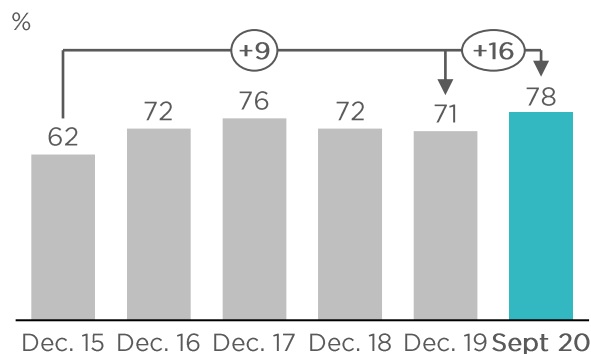


1. Decelerating Loan Growth



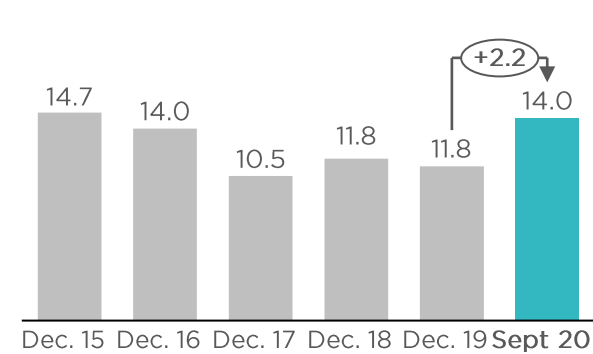
- Decrease in **growth rate**, due to the deteriorating macroeconomic environment
- Support measures for customers who represent 12% of loans

2. Increasing Collateral Coverage



- **Conservative credit policy**, reflected in high collateral coverage
- Collateral coverage secures **greater stability and predictability** in portfolio performance

3. Improving Basel Index



- The Bank increased its core capital by **350bps** during 2020.
- Capital increase of CLP\$ 15 billion in August 2020.

OTHER STRATEGIC MEASURES TO FACE THE UNCERTAIN CONTEXT

2016 – 2020

Talent and Culture

- Replaced 75% of top and middle management
- 180,000 training hours
- Strengthened organizational culture and sustainability
- EFY Award

Scalability

- Efficiency improvement from 60.1% to 42.3%
- Structure and systems to absorb growth

Customers and Quality

- Monthly satisfaction measurement and alignment with incentives
- 2nd place in executive satisfaction

Quality Management

- Improved CMF management rating
- Improved credit risk and AML/CTF management

Products and New Business

- Banco Internacional AGF
- Baninter Corredores de Seguros

Risk Culture

- Management based on daily measurements of all risks
- New operational risk structure created

OTHER STRATEGIC MEASURES TO FACE THE UNCERTAIN CONTEXT

Technology

- Migration from outsourced to in-house

Systems

- Implementation of new Core Banking System (IBS)
- New Internet Banking
- Financial Risk Assessment and Management System

Performance Monitoring

- Implementation of new management tools
- Customer NpL

New Internet Banking (2020):

- 100% online products for customers and non-customers
- The highest security standards
- Clear and direct content
- Responsive



THE FORMULA WORKS

	2015	9M20	Comments
Improved Results	Profit: CLP\$ 96 million	Profit: CLP\$ 19,337 million (LTM)	<ul style="list-style-type: none"> Emphasis on recurring performance and improving multiples
Better Risk Rating	A (negative)	AA- (stable)	<ul style="list-style-type: none"> Improved by two notches in 5 years International Investment Grade Rating (BBB-)
Lower Cost of Funds and Greater Diversification	<i>DAP 1a - MPR:</i> 1.9%	<i>DAP 1a - MPR:</i> 1.3%	<ul style="list-style-type: none"> 60 bps improvement in cost of funds
Increased Customer Volume and Quality	2,684	5,901	<ul style="list-style-type: none"> Consistent growth strategy for target customers Significant portfolio rebalancing in 2015
Lower Risk	39.2%	29.9%	<ul style="list-style-type: none"> Industry alignment

THE MARKET RECOGNIZES GROWTH, INNOVATION AND SERVICE

2020



2019



2018



Pensionate con una
Renta Vitalicia.
Asesórate aquí.

SOMOS
cchc

Concepto de inversión
confuturo
UN CASO CON FUTURO

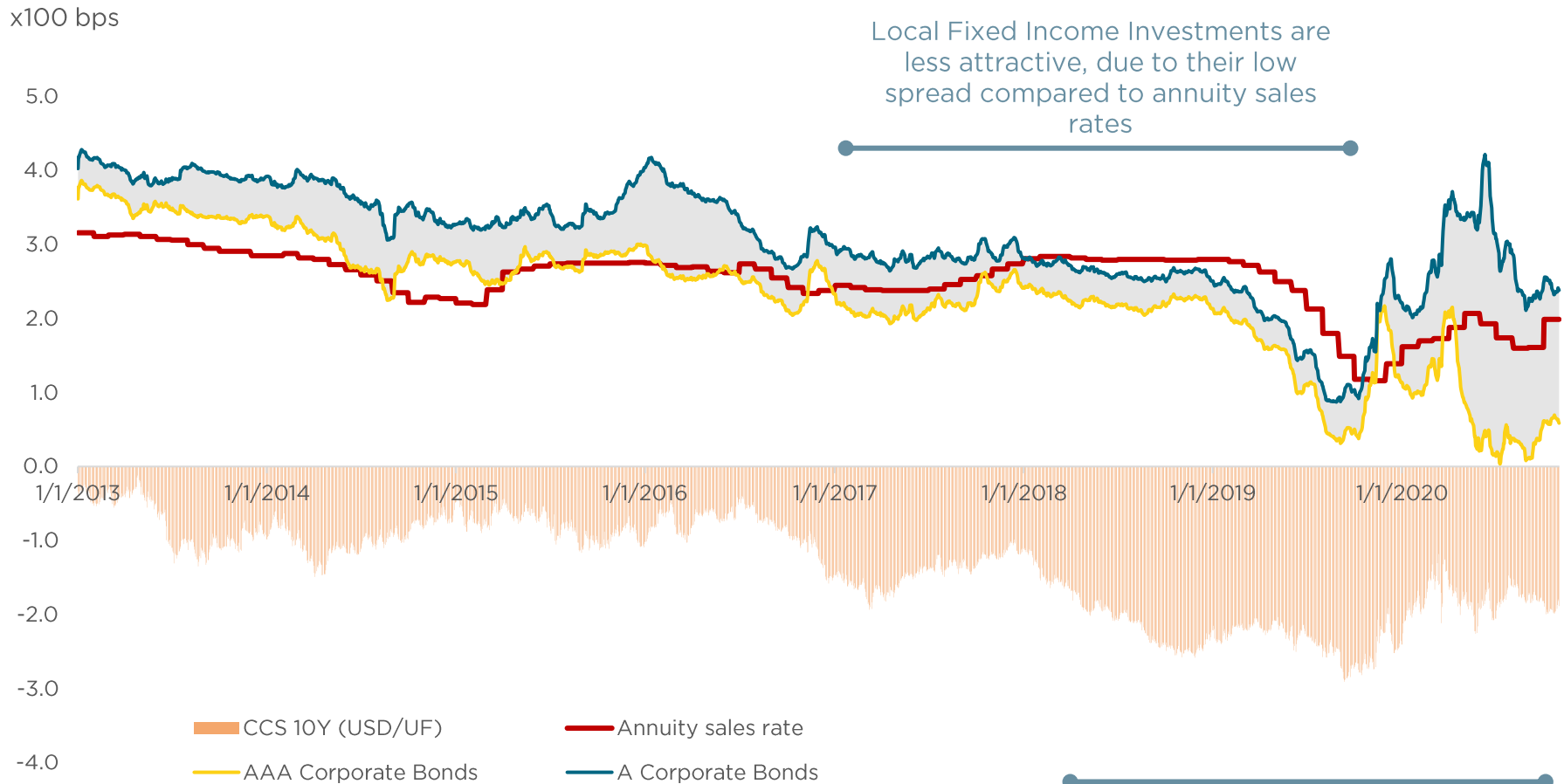


confuturo[®]
SOMOS CChC

**PREMIUMS BASED ON
INVESTMENT OPPORTUNITIES**

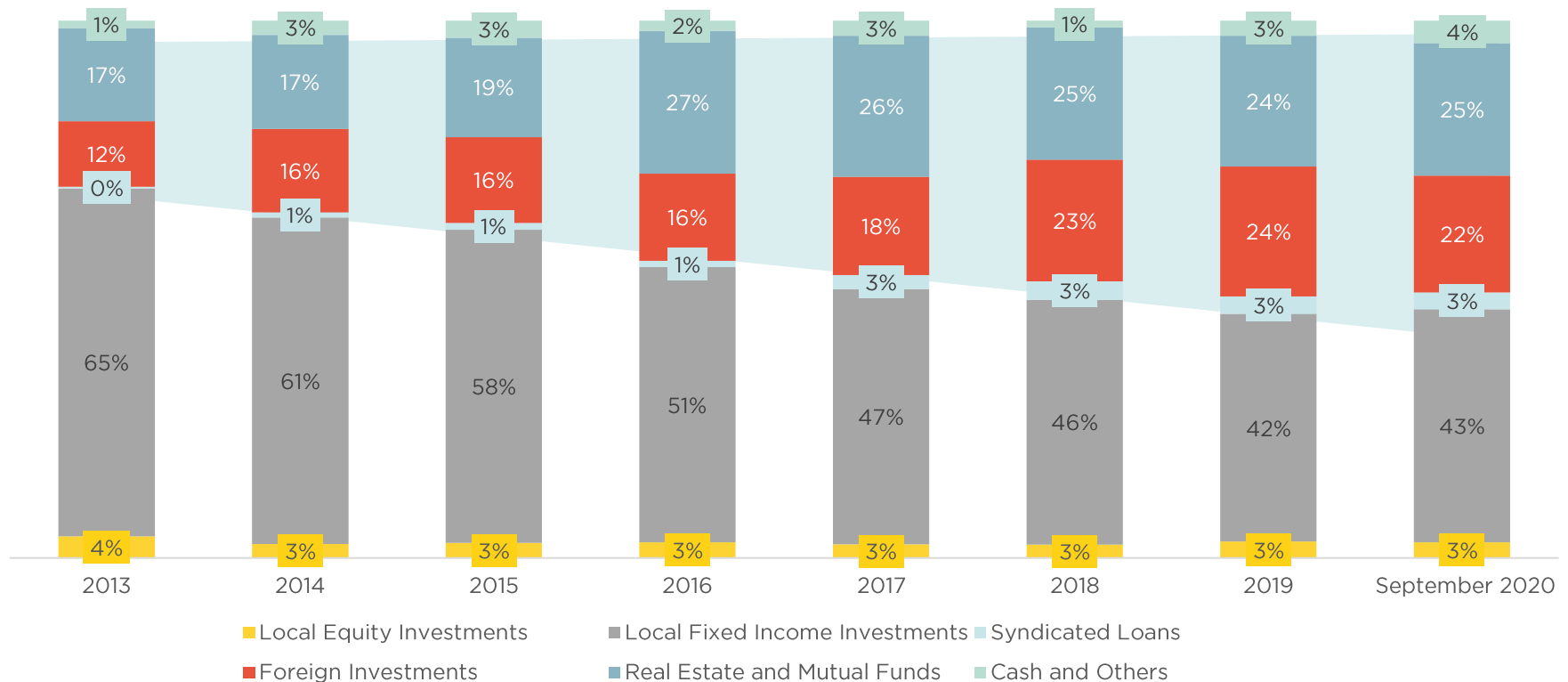
CONTEXT: “TRADITIONAL” FINANCIAL INVESTMENTS

Local and Foreign Corporate Fixed Income Investments vs. Confuturo Annuity Sales Rate



INVESTMENT FLEXIBILITY: PORTFOLIO ASSET ALLOCATION

Confuturo Investment Portfolio Composition⁽¹⁾



Investment Portfolio Changes 2013 - 2020

- Greater diversification, reducing liquidity risks
- More alternative assets, improving yield
- Investment risk profile has remained constant over time

INVESTMENT FLEXIBILITY: LONG-TERM FOCUS

Alternative Investments for 2018 to 2020

Shopping Centers + Expansions



+ Shopping Centers in Valparaiso,
Coquimbo and San Fernando

Syndicated Loans (Underlying asset: infrastructure)

Highways



Electrical Transmission



Residential Rental



Alternative Asset Funds



Infrastructure Funds



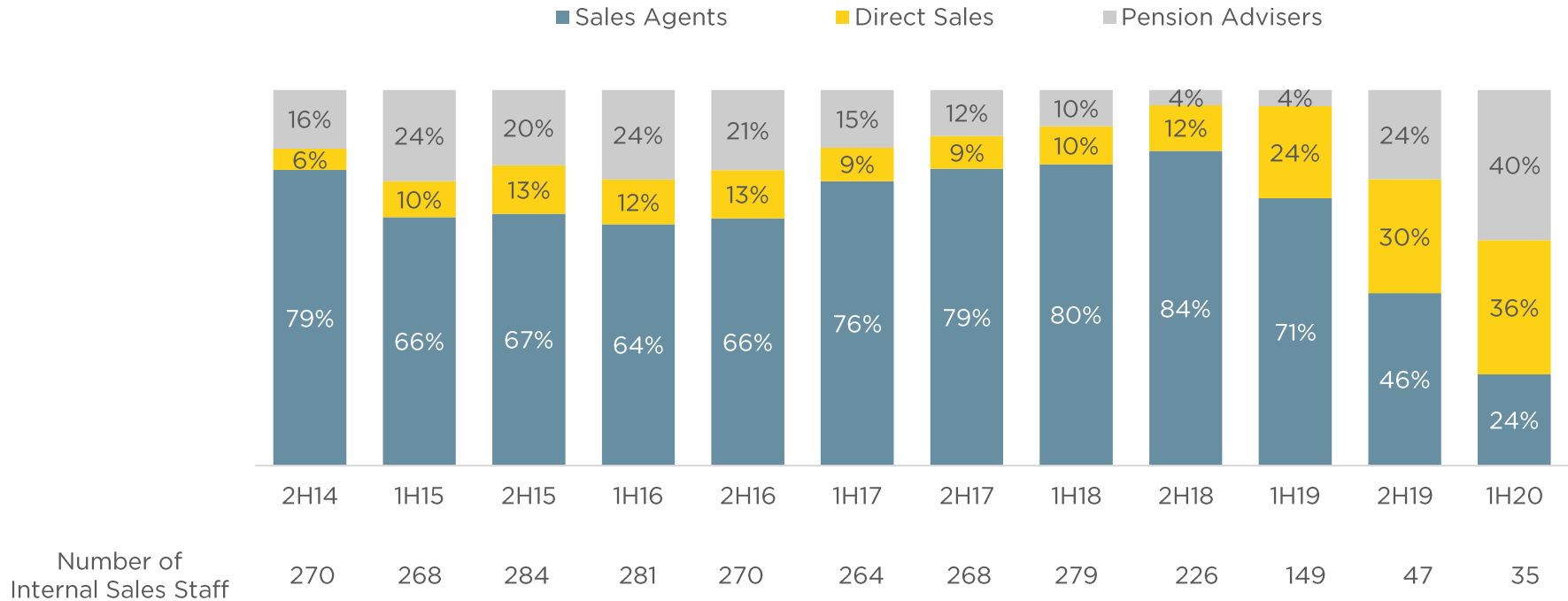
Social Investment Funds



Private placements, land,
warehouses, and other
investments

BUSINESS FLEXIBILITY: TRENDS IN CHANNELS

Annuities Sold by Channel



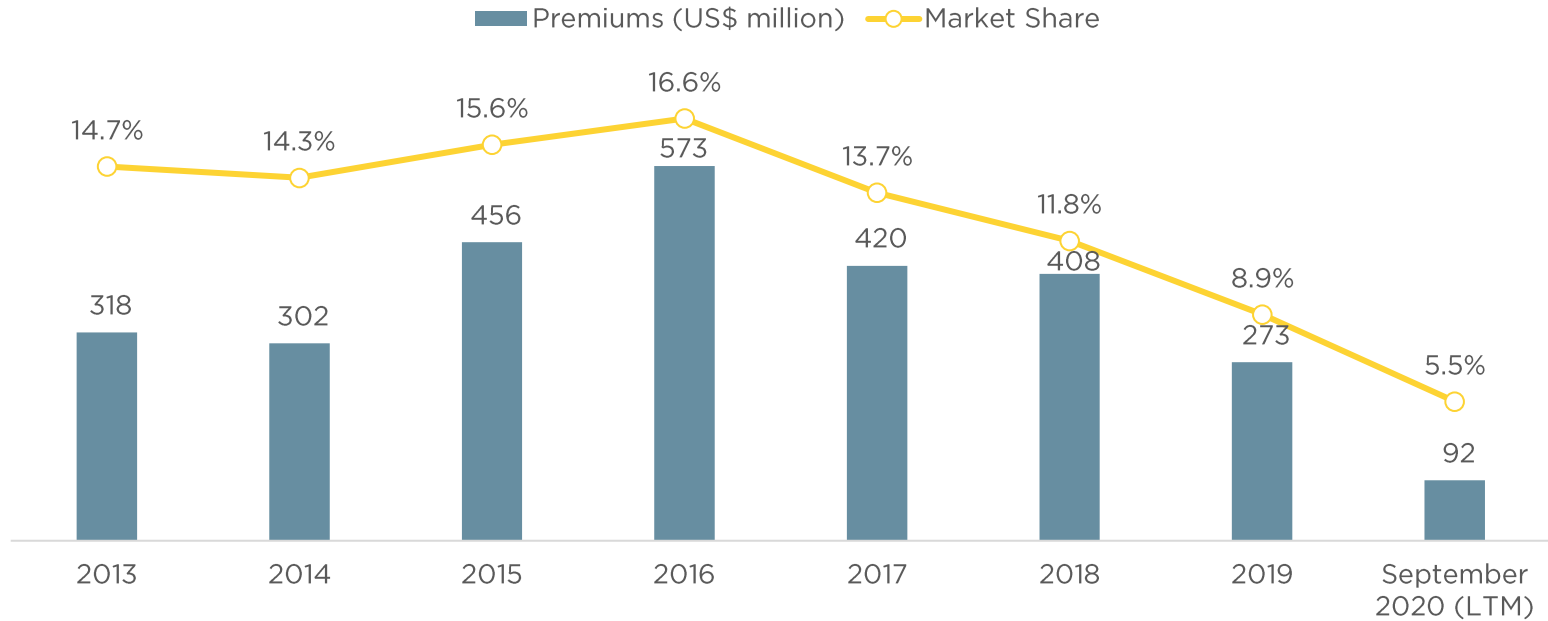
Change in Channels 2014 - 2020

- Promote sales through direct channels and reduce sales staff
- Direct channels provide better pensions as there is no commission, which is important when yields are low

BUSINESS FLEXIBILITY: PREMIUMS BASED ON INVESTMENT SCENARIO

Confuturo Annuity Premiums (US\$ million)

US\$ million



Spread Scheduled
Withdrawals -
Annuities

0.89%

0.88%

0.34%

0.38%

0.54%

0.27%

0.42%

1.62%

Annuity preference⁽¹⁾

66%

60%

69%

69%

67%

66%

53%

31%

Changes in Premiums 2013 - 2020

- Flexible business model for lower investment rates
- Confuturo is ranked No.1 by pensions paid, so it retains its operational scale and reduces sales pressures

FX: CLP/USD: 800

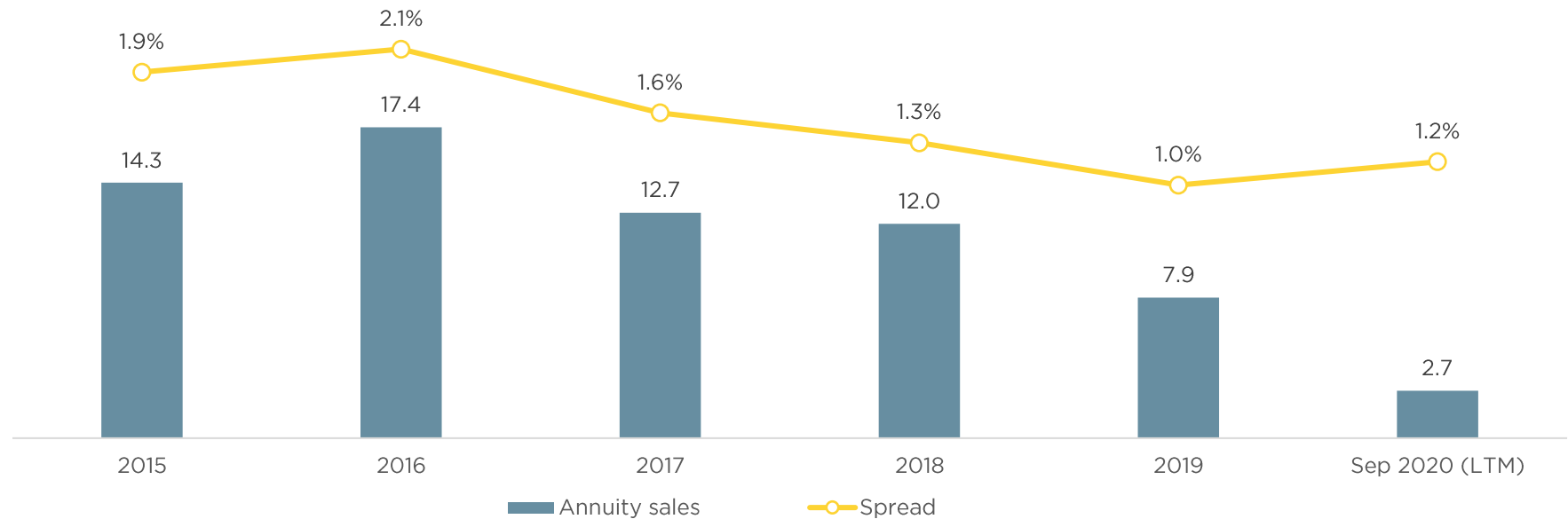
(1) Average preference per year.

Source: Pensions Superintendency, AACH, SCOMP

STABLE INVESTMENT RETURNS DESPITE THE GLOBAL FINANCIAL SCENARIO

Confuturo Investment Returns and Premiums⁽¹⁾

UF million



Flexibility has protected investment returns, despite the challenging investment scenario and without sacrificing the risk profile

(1) Spread estimation: average investment rate - average annuity sales rate
Source: Confuturo

BUSINESS FLEXIBILITY: CUSTOMER SERVICE DURING THE COVID-19 PANDEMIC



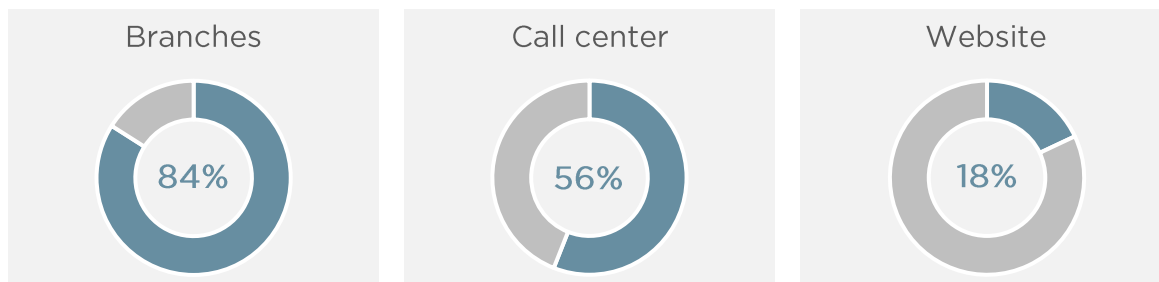
**Retiree Profile
(Annuities):**
> 60 years

100% of services provided online, after resolving 17 procedures due to the pandemic

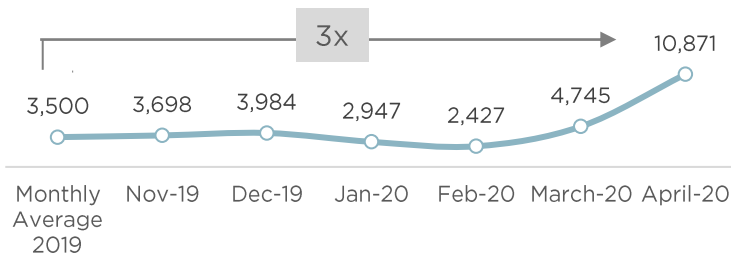
First company in Chile to remotely provide annuities

Online activities and courses for retirees

% Services provided for Confuturo Retirees in 2019 in...

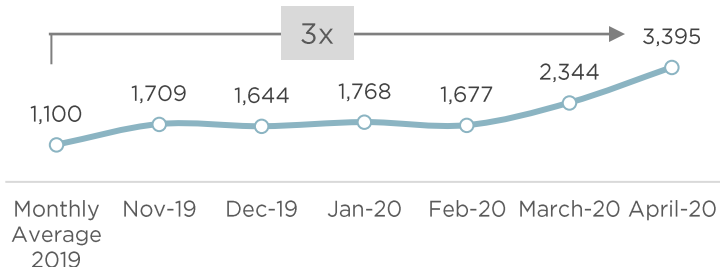


Call Center Services (No.)



• +129%
(April 2020 / March 2020)

Website Services (No.)



• +44%
(April 2020 / March 2020)



HISTORY OF AFP HABITAT

1981



AFP Habitat begins in Chile, when the Individual Capitalization System was created

2013



AFP Habitat enters the Peruvian market as a greenfield project by winning the first two tenders for new members

2016



ILC forms a partnership with Prudential who takes a stake in AFP Habitat in order to expand its share of the Latin American market

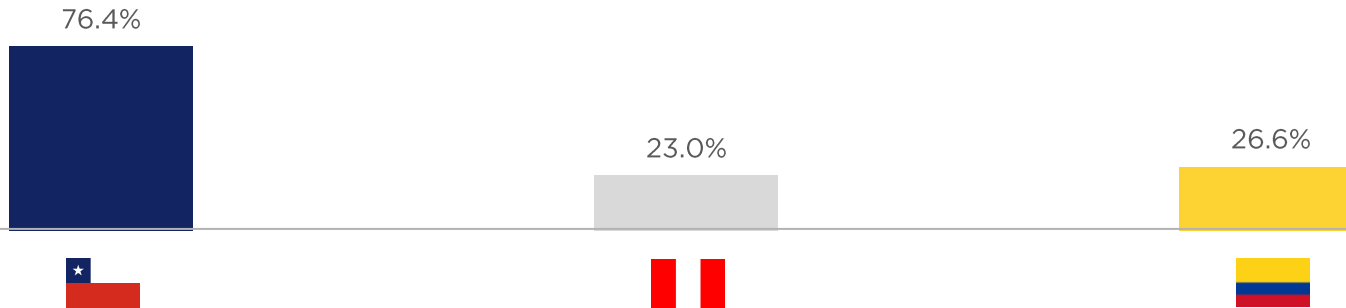
2019



AFP Habitat enters the Colombian market by acquiring AFP Colfondos

INDUSTRY OVERVIEW

AUM / GDP⁽¹⁾



AUM⁽²⁾

- US\$ 195 bn
- US\$ 42 bn
- US\$ 75 bn

Contribution Rate⁽³⁾

- 49%
- 32%
- 38%

AFPs by Country

- 7
- 4
- 4

Formal Employment

- 72%
- 40%
- 43%

01

Strategic Focus = Growth potential in less consolidated industries such as in Colombia and Peru

FX: CLP/USD 784.46 ; PEN/USD 3,601 ; COP/USD 3,859.9

(1) Based on AUM and GDP for 2019 in each country. Only mandatory AUM is included for Colombia.

(2) Data for Chile and Peru as of September 2020. Data for Colombia as of August 2020.

(3) Average accumulated contribution rate for the year. Data from Chile as of September 2020. Data from Peru as of June 2020. Data from Colombia as of August 2020.

Source: Pensions Superintendency, SBS, Colombian Financial Superintendency, World Bank

INVESTMENT RETURNS



AFP	Habitat				
	Month	Year	12M	36M	60M
Fund A					
Fund B					
Fund C					
Fund D					
Fund E					

Position
1st
2nd
3rd
4th
5th
6th
7th

Peru Golden Awards: Best Investment Manager



AFP	Habitat				
	Month	Year	12M	36M	60M
Fund 0					
Fund 1					
Fund 2					
Fund 3					

Position
1st
2nd
3rd
4th



AFP	Colfondos				
	Month	Year	12M	36M	60M
High Risk					
Moderate					
Conservative					
Scheduled Withdrawal					

Position
1st
2nd
3rd
4th

Rentabilidad Nominal Acumulada de los Fondos 1, 2 y 3 a 7 años

(Agosto 2020 / Agosto 2013)

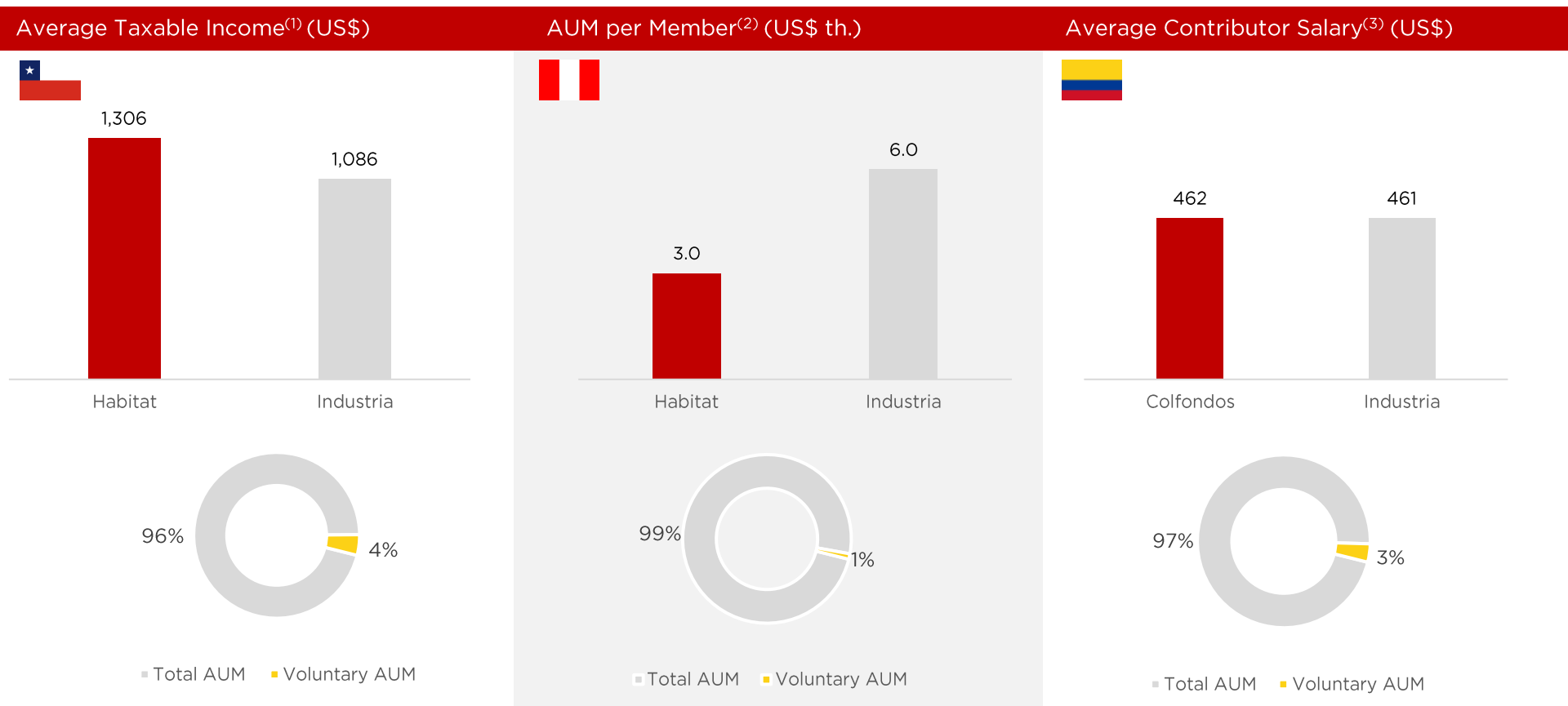
AFP	FONDO 1	FONDO 2	FONDO 3
Habitat	76.68%	78.04%	55.82%
Integra	57.10%	61.68%	35.48%
Prima	60.73%	62.90%	30.24%
Profuturo	57.08%	64.16%	46.57%
Promedio	60.15%	64.20%	38.79%

Fuente: Boletín Estadístico Mensual SBS agosto 2020. Rentabilidad Nominal y Real Acumulada de los Fondos de Pensiones Tipo 1, 2 y 3 por AFP, Agosto 2020 / Agosto 2013. www.sbs.gob.pe. La rentabilidad de los distintos tipos de Fondos de Pensiones es variable, su nivel en el futuro puede cambiar en relación con la rentabilidad pasada.

02

Strategic Focus = Long-term Investment Returns

TAXABLE INCOME



03 Strategic Focus = Taxable Income

FX: CLP/USD 784.46 ; PEN/USD 3,601 ; COP/USD 3,859.9

(1) Average Taxable Income as of September (LTM)

(2) Average AUM (LTM) / Average members for LTM ended September 2020

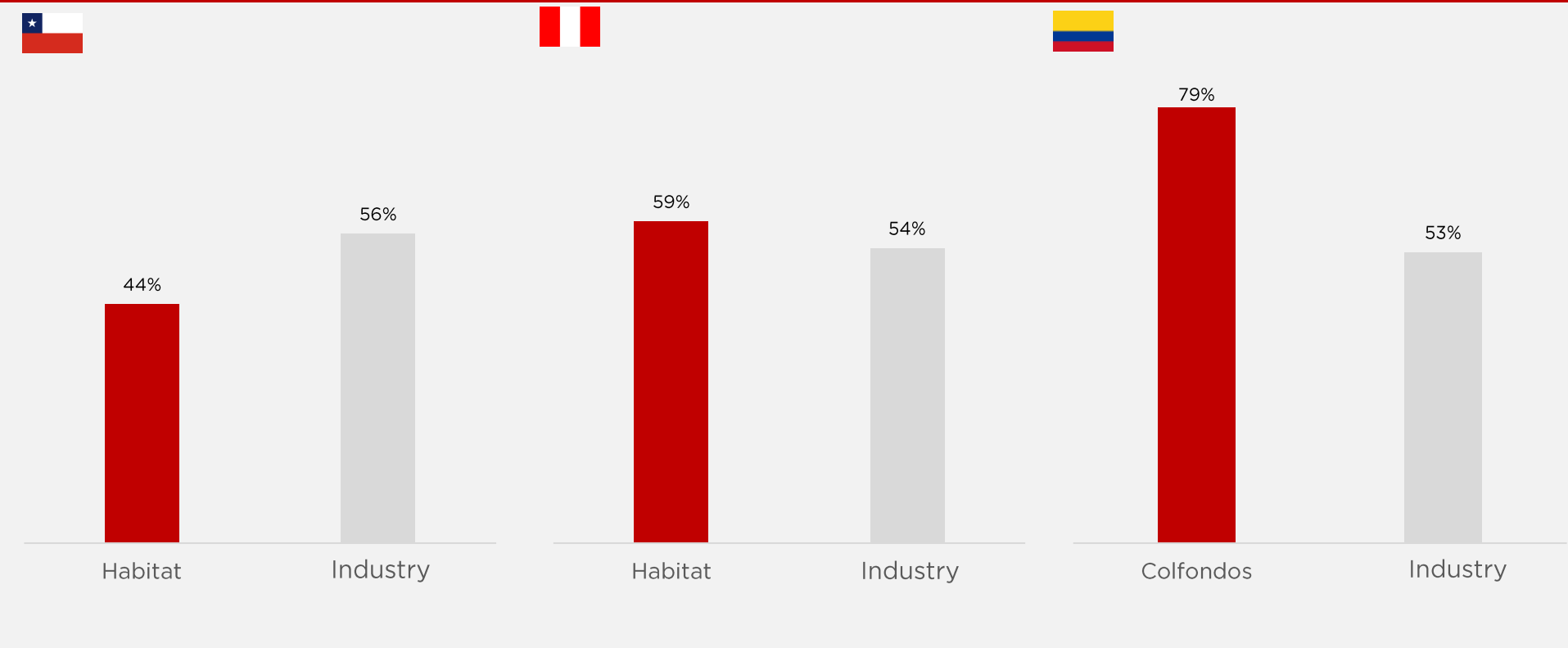
(3) Internal IBC calculation = (quarterly fee income * % fee)/no. of contributors. Data as of August 2020.

* Charts for Total AUM and Voluntary AUM: Data for Habitat Chile and Colfondos as of August 2020. Data for Habitat Peru as of September 2020.

Source: Pensions Superintendency, SBS, Colombian Financial Superintendency, AFP Habitat

EFFICIENCY

Operating Expenses / Revenue⁽¹⁾⁽²⁾



04

Strategic Focus = Cost Effectiveness




FX: CLP/USD 784.46 ; PEN/USD 3,601 ; COP/USD 3,859.9

(1) Industry excluding AFP Habitat. Does not include customer portfolio amortization expenses.

(2) Data for Habitat Chile and Peru for LTM ended September 2020. Accumulated data for Colfondos for the year ended August 2020.

Source: Pensions Superintendency, SBS, Colombian Financial Superintendency

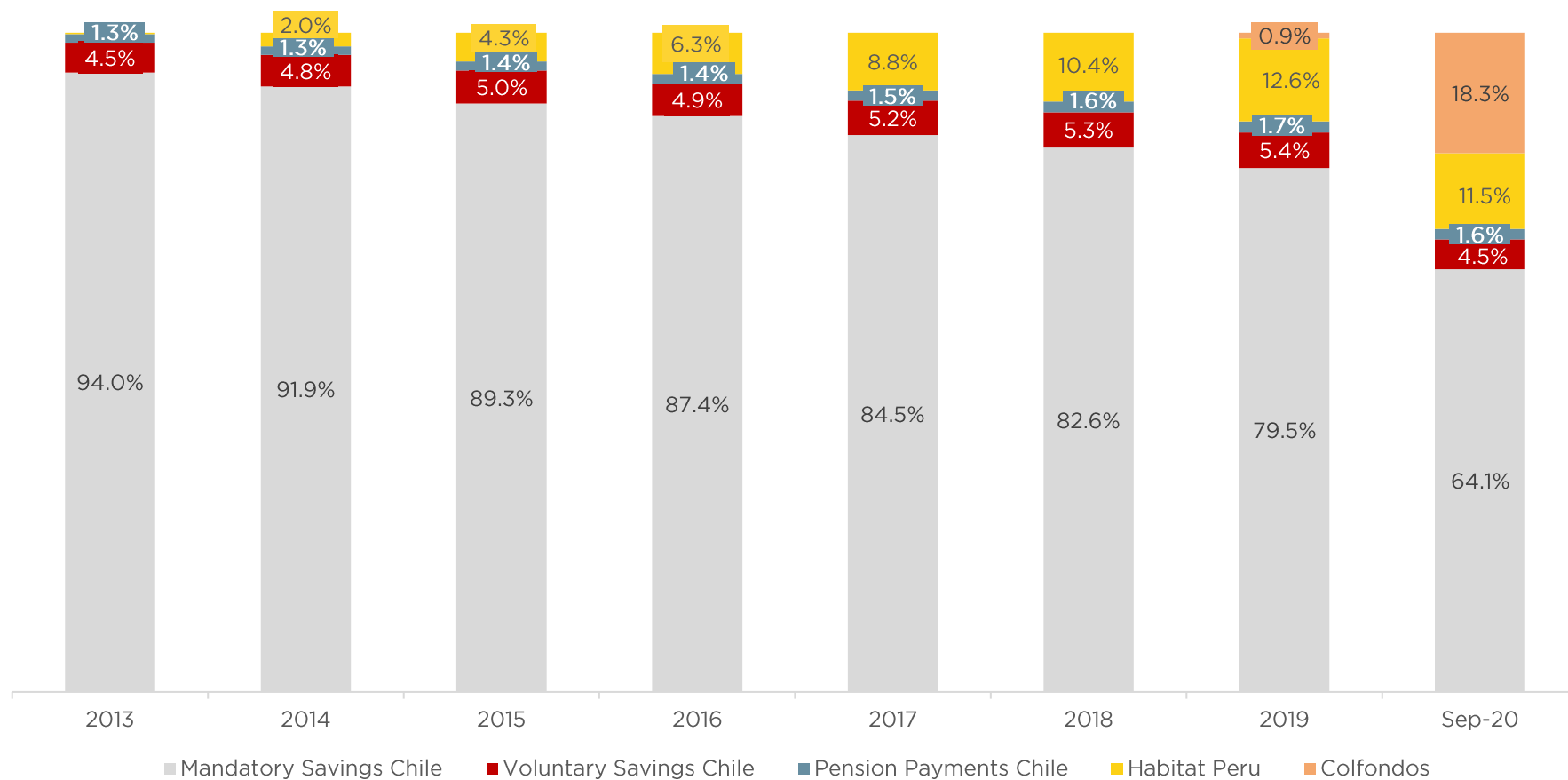
STRATEGIC CONSOLIDATION

	Industry Overview	Investment Returns	Taxable income	Efficiency
	AUM US\$ 195 bn Contribution Rate: 49%	#1 for 4 funds (L5Y)	#2	#1 Expenses/Revenue: 44%
	AUM US\$ 42 bn Contribution Rate: 32%	#1 for 3 funds (L5Y)	#3	#3 Expenses/Revenue: 59%
	AUM US\$ 75 bn Contribution Rate: 38%	#1 for 2 funds (L5Y)	#3	#4 Expenses/Revenue: 79%
				Improvement opportunities

#2 in Latin America with 5 million members and US\$ 69 bn in AuM

REVENUE TRENDS

Revenue Analysis





 **REDSALUD**
SOMOS CCHC

 **consalud**
SOMOS CCHC

 **VIDACÁMARA**
SOMOS CCHC

**IMMEDIATE ADAPTATION TO THE
PANDEMIC**

COVID-19 PUT NETWORK TO THE TEST



Network made available to health authorities. Daily bed occupancy status report



Protocol improvement to safeguard the safety of employees and patients



Securing equipment and resources to care for COVID-19 patients



Double the number of critical care beds in less than 20 days



Care for +1,600 COVID-19 patients across the network



Development of new forms of care, such as telemedicine



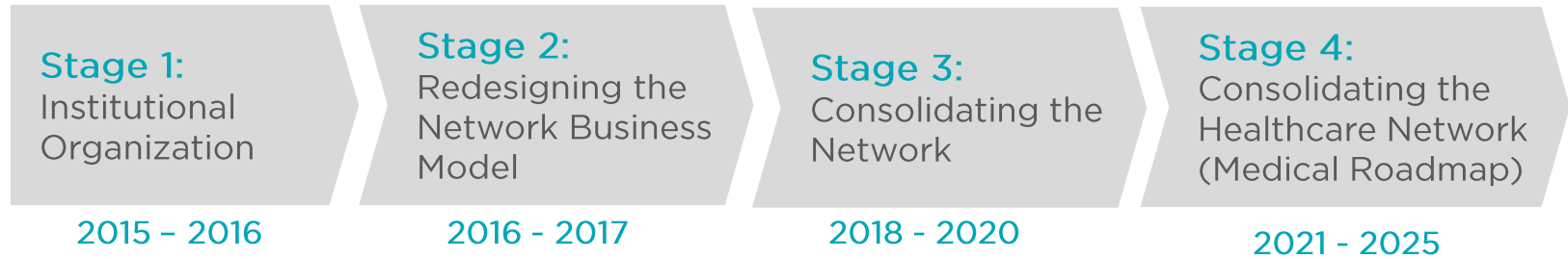
Cost-cutting plan of over CLP\$ 16 billion



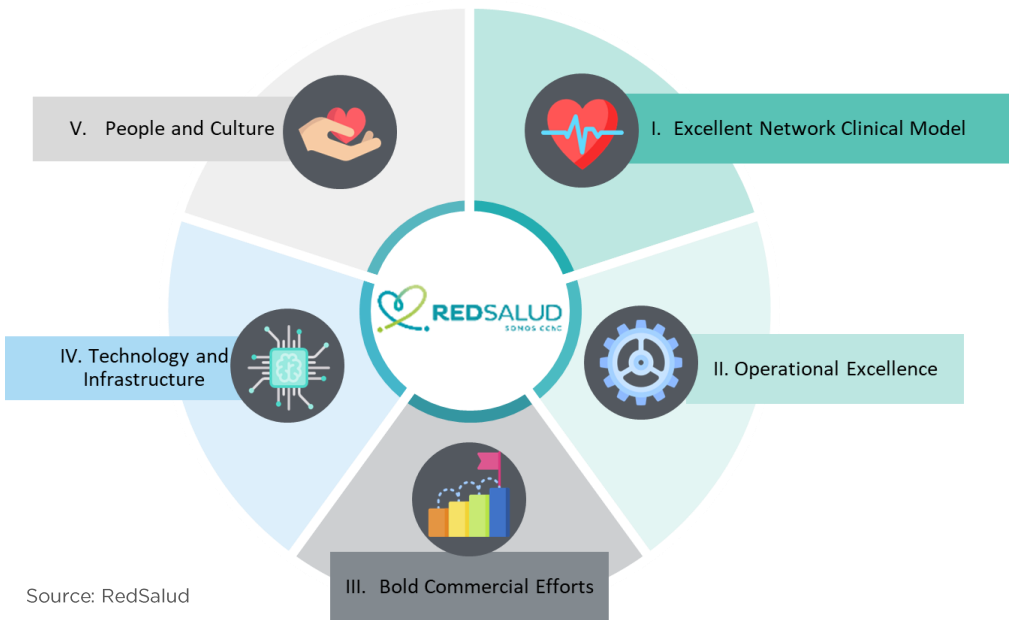
Cash management, including collection management, refinancing liabilities and investment reductions

FLEXIBILITY ENHANCED BY NETWORK INTEGRATION

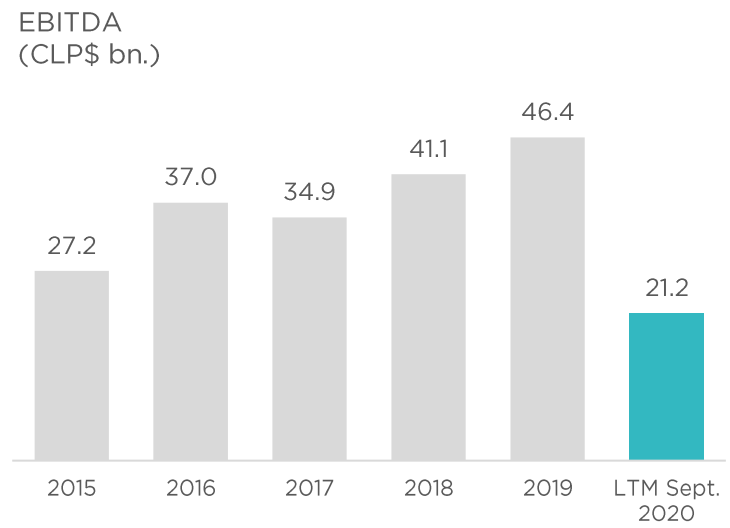
RedSalud' s Strategic Plan: Phases



Simultaneous Work in each Area:



Red Salud: Ebitda Evolution



HEALTH INSURERS: COMMERCIAL PRODUCTS AND COVERAGE ADJUSTMENT

• Products and coverage adjusted in less than 30 days




**Alianza Redsalud y Vida Cámara
Telemedicina**
Juntos comprometidos por una mejor salud para Chile.



**Beneficio exclusivo para Asegurados
Vida Cámara**

BONIFICACIÓN ENTREGADA POR VIDA CÁMARA

**100%
REEMBOLSO**

en consultas de medicina general y especialidades*

BENEFICIO EXCLUSIVO PARA ASEGURADOS VIDA CÁMARA. CONOCE LAS CONDICIONES LEGALES Y EXCLUSIONES AQUÍ.





**¡NUEVOS
BENEFICIOS!**

En Consalud, te ayudamos a enfrentar la situación que vivimos por el COVID-19, por eso habilitamos para tu tranquilidad el examen de detección PCR y el test rápido para Coronavirus a COSTO CERO para todos nuestros clientes.

**EXAMEN PCR DE COVID-19
A COSTO \$0 EN CUALQUIER PRESTADOR**

Ponemos a tu disposición el examen PCR de Covid-19 a COSTO \$0 en cualquier prestador a nivel nacional, sin ninguna restricción de plan.

La bonificación se realizará sobre el valor vigente, con tope de \$25.000, presentando la orden médica del examen, directamente en el prestador o al comprar el bono con el código 0306082 a través de tu Sucursal Virtual.

(*) Consalud no es responsable del stock para exámenes disponibles en los prestadores. Beneficio válido en todos los prestadores desde el 4 hasta el 30 de junio de 2020.

**TEST RÁPIDO DE COVID-19
A COSTO \$0 EN CUALQUIER PRESTADOR**

¡NUEVO! Ahora también te puedes realizar el examen rápido para detección



**Entregamos
100%
cobertura hospitalaria
COVID-19
con tope de 30UF
y cobertura ambulatoria de
acuerdo al plan contratado.**



CLICK DOCTOR

Evita concurrir de manera innecesaria a centros de salud, recuerda que puedes solicitar Orientación Médica de forma online a través de Click Doctor. Valor consulta a solo \$1.000 (precio normal \$2.000)

¿Cómo? Ingresa a tu Sucursal Virtual, con tu usuario y contraseña; selecciona el icono Click Doctor y sigue los pasos.



Isapre Consalud · Seguir

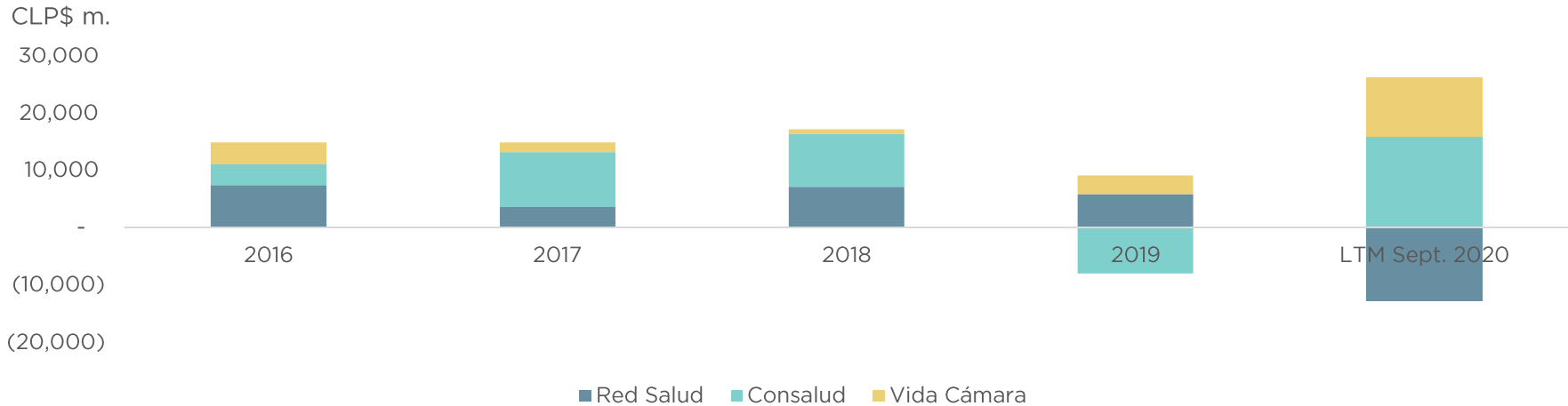
13 de julio ·

Si estás cesante y tienes una hospitalización por Covid-19, activamos automáticamente tu CAEC con copago \$0, dentro de nuestra red definida. Conoce éste y otros beneficios en consalud.cl

(*) Consalud no es responsable del stock para exámenes disponibles en los prestadores. Beneficio válido en todos los prestadores desde el 4 hasta el 30 de junio de 2020.

HEALTHCARE AND HEALTH INSURANCE: NATURAL HEDGE

ILC Health Sector - Profit



Health Sector 2019 Figures: Red Salud, Consalud & Vida Cámara



Inpatient Revenues	CLP\$ 170 bn.
Outpatient Revenues	CLP\$ 240 bn.
Ebitda	CLP\$ 46 bn.
Ebitda Margin	11.2%
100 bps Ebitda Margin	CLP\$ 4,600 m. (per year)



Inpatient Cost	CLP\$ 180 bn.
Outpatient Cost	CLP\$ 170 bn.
Health Loss Ratio	64.2%
100 bps Health Loss Ratio	CLP\$ 5,400 m. (per year)



Health Cost	CLP\$ 43 bn.
Health Loss Ratio	75.7%
100 bps Health Loss Ratio	CLP\$ 560 m. (per year)



DEEPENING THE SOCIAL ROLE

SUSTAINABILITY FOCUS



Source: ILC



Sustainability Strategy

1.

Responsible Investment

Investing responsibly and also becoming a responsible investment

2.

Inclusiveness and Access

Reducing gaps in health and financial services through information, tools and initiatives

3.

Culture of Service and Ethics

Motivated and trained teams, working with the highest ethical standards

4.

Contribution to Public Debate

Being perceived as active corporate citizens who contribute constructively



Global Organizations



Implications Adopting the Global Compact

- Integrating Sustainability into Corporate Strategy
 - Supporting the Sustainable Development Goals and Agenda 2030
- Communicating Progress





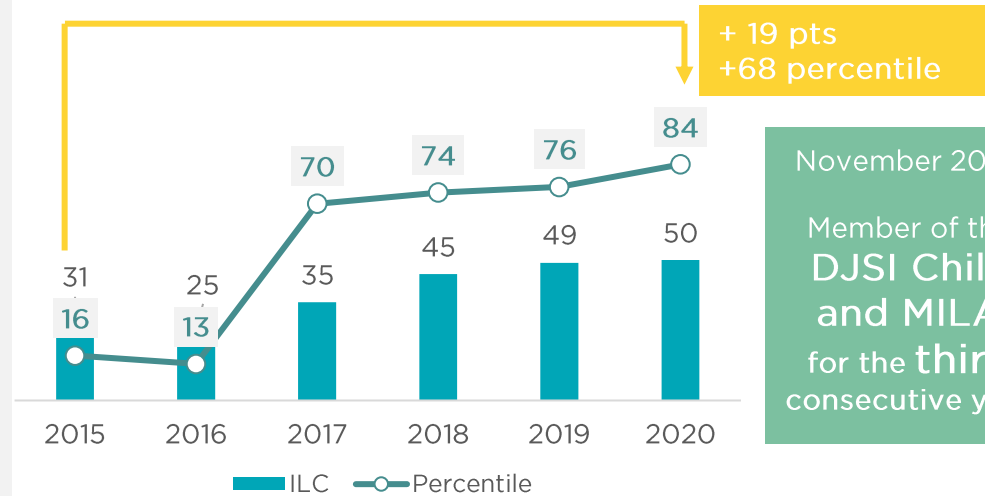
Management Tools



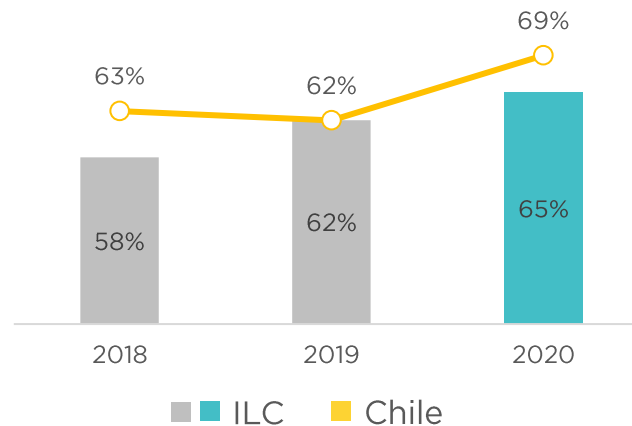
Measuring sustainable performance, evaluating environmental, social and governance parameters



Evaluation of sustainability issues. Identified gaps and established improvement plans.



November 2020
Member of the
DJSI Chile
and MILA
for the **third**
consecutive year



Measurements in 2020:

Confuturo, Banco Internacional and Vida Cámara.

COMMITTED TO OUR STAKEHOLDERS AND OUR SOCIAL ROLE



CChC invested US\$ 18 million in 2019 in social projects for construction employees and their families



Aging Observatory for a Chile with a Future - UC:

Research center that aims to publish significant information regarding the 60+ segment, in order to influence public opinion, by publishing social impact information regarding aging within Chilean society

www.observatorioenvejecimiento.uc.cl
SALUD Y MEDICINA PREVENTIVA
EN PERSONAS 60+
EN TIEMPOS DE PANDEMIA

Observatorio del
Envejecimiento
Para un Chile con futuro

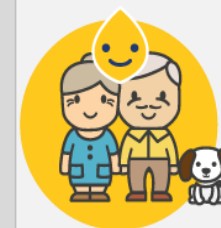
Piensa en
GRANDES

1. AFP Habitat CLP\$ 100 million competitive fund for innovative solutions for the elderly
2. Formalization of 16 Long-Term Elderly Care Facilities in Puente Alto

Covid-19 Group Campaign

Public-private initiative providing 20,000 vulnerable senior citizens with bottled gas, covering 40% of the most vulnerable sector

70% women and 55% outside Santiago
20% physically dependent



#RecarGas

Sustainability Committee in ILC and Subsidiaries



Ensures the incorporation and institutionalization of sustainability in various processes

Members:

Directors

+

CEO

+

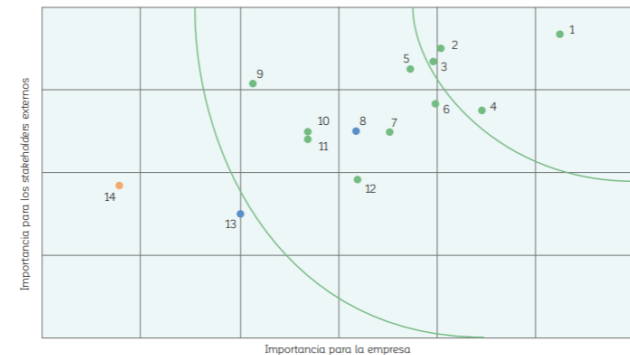
Sustainability Manager

Meets between 2 and 4 times per year

Source: ILC

Materiality Analysis

A Materiality Matrix was created in 2018, which identifies issues and challenges to sustainable development. Issues were detected that may eventually impact ILC's business.



● Ambito Económico ● Ambito Social ● Ambito Medioambiental

1	Ética, Integridad y Transparencia	8	Educación Financiera y de la Salud
2	Proceso Comercial Ético	9	Desarrollo de Capital Humano
3	Desempeño Económico y Financiero	10	Cambios Demográficos
4	Gobierno Corporativo	11	Aporte al Debate Público
5	Satisfacción del Cliente	12	Desafío Tecnológico
6	Atracción y Retención del Talento	13	Compromiso con la Comunidad
7	Finanzas Sostenibles	14	Gestión Ambiental

03 Value in the Fundamentals

- Leadership
- Returns
- Resilience
- Solvency
- Dividends
- Adapting to Regulatory Changes



1.

#1
Leadership in
Financial and Health
Services

2.


Historically
Outperformers

3.


Resilient Results

4.


Solvency

5.

Ch\$
Attractive Dividend
Yield

6.


Adapting to
Regulatory Changes

7.


Sustainability and
Social Role

1. LEADERSHIP IN FINANCIAL AND HEALTH SERVICES



Financial Sector

AFP **HABITAT**
Seguridad y Confianza
40%

2nd
Andean
Regional Fund
Manager

confuturo
SOMOS CChC
100%

1st
Pensions Paid

Banco Internacional
67%

11th
Commercial
loans



Health Sector

REDSALUD
SOMOS CChC
100%

1st
Private
Healthcare
Network

consalud
SOMOS CChC
100%

1st
by
Contributors

VIDA CÁMARA
SOMOS CChC
100%

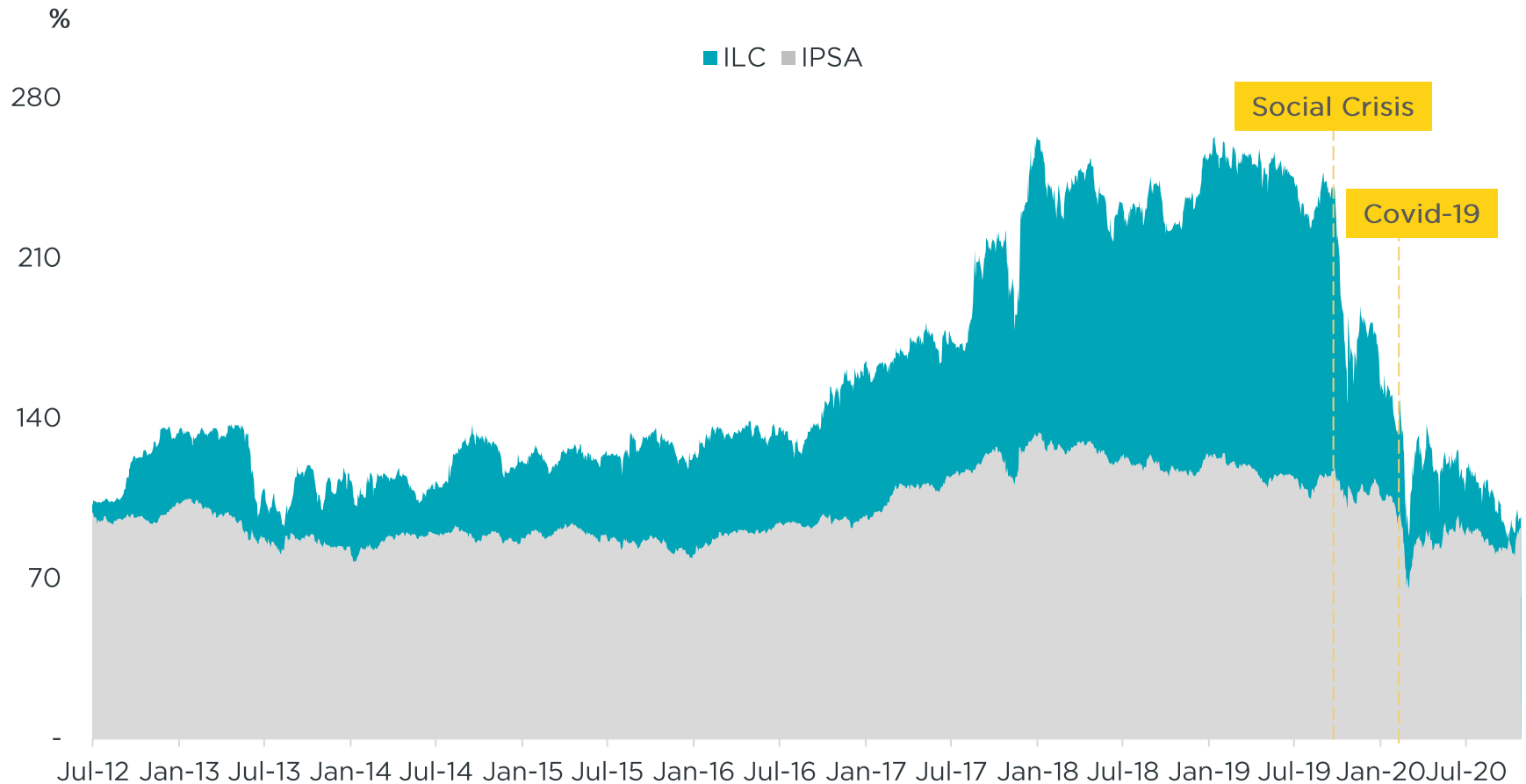
3rd
by Premiums
and
Beneficiaries

Figures as of September 2020

Source: ILC, CMF, Chilean Pensions Superintendency, Banking Superintendency, Insurance and AFP Peru (SBS Peru), Colombian Financial Superintendency, Chilean Health Superintendency, ACh, Annual Reports

2. HISTORICALLY OUTPERFORMERS

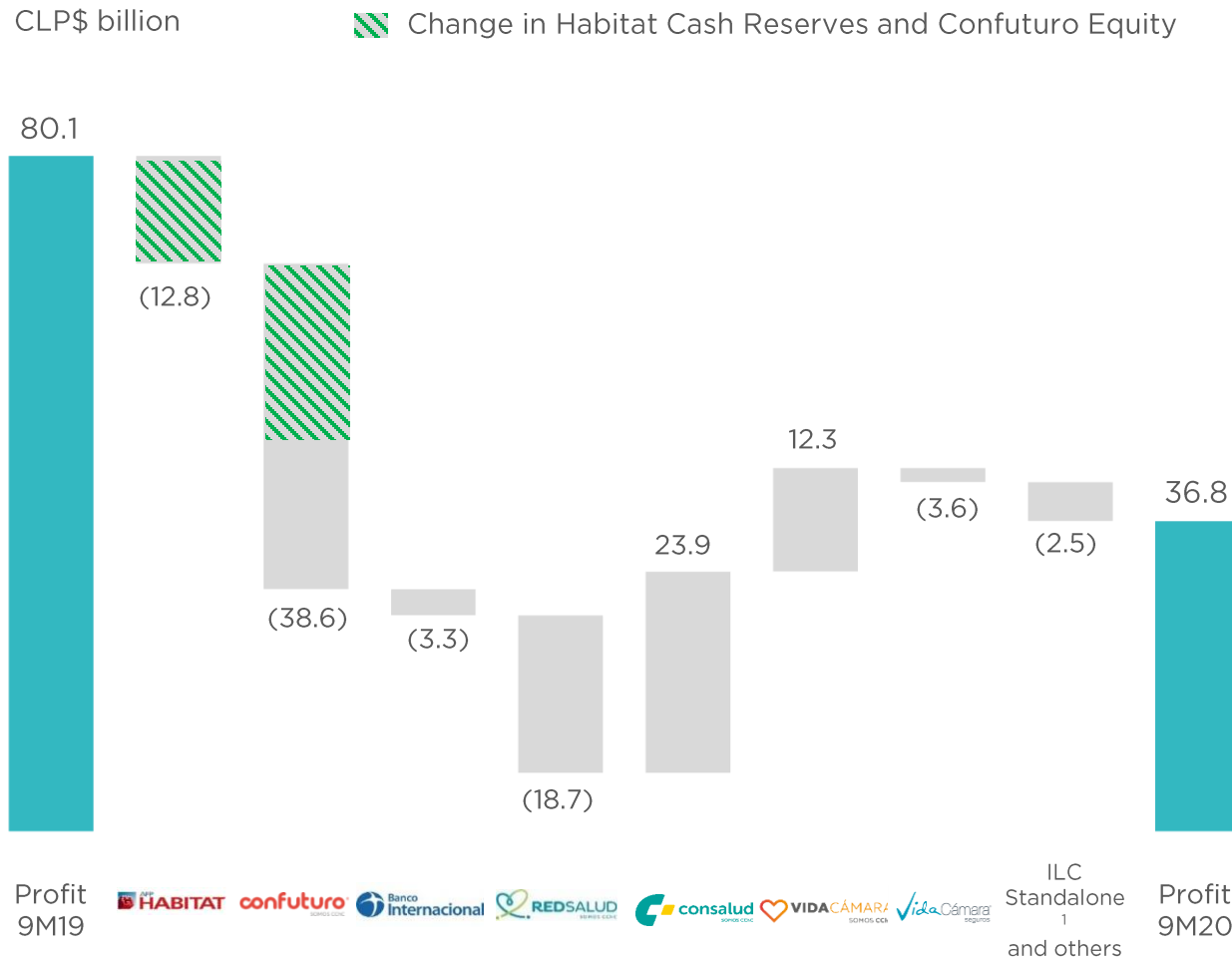
ILC Share Price Trends (with Dividends) vs. IPSA (since IPO in 2012)



3. RESILIENT RESULTS



Change in ILC Profit by Subsidiary



Financial market performance

Returns Monthly	9M20	9M19
IPSA	(22.1%)	(0.9%)
S&P 500	4.1%	18.7%
Fund C	0.3%	14.1%
BCU 10 ⁽²⁾	0.08%	0.83%

Remote Working and Online Services

Operational Continuity

(1) Includes financial income, financial expenses and administrative expenses for ILC and minor subsidiaries

(2) Simple average daily values

Source: ILC, Pension Superintendency, CMF, Santiago Exchange

Experience with Disability and Survivor Insurance

D&SI Chile



4 tenders:

- ✓ 2009
- ✓ 2010
- ✓ 2012
- ✓ 2014



SISCO - Peru



2 tenders:

- ✓ 2013-2014
- ✓ 2015-2016
- ✓ 2017-2018



D&SI Chile 2020.

Fractions awarded:

2 men and 1 women

Management

fees:

0.35% and 0.30%



Fractions awarded:

1 men

Management

fees:

0.38%



4. SOLVENCY AND FINANCIAL POSITION



ILC Capex 2020:
Decrease from **US\$120** million to **US\$30** million

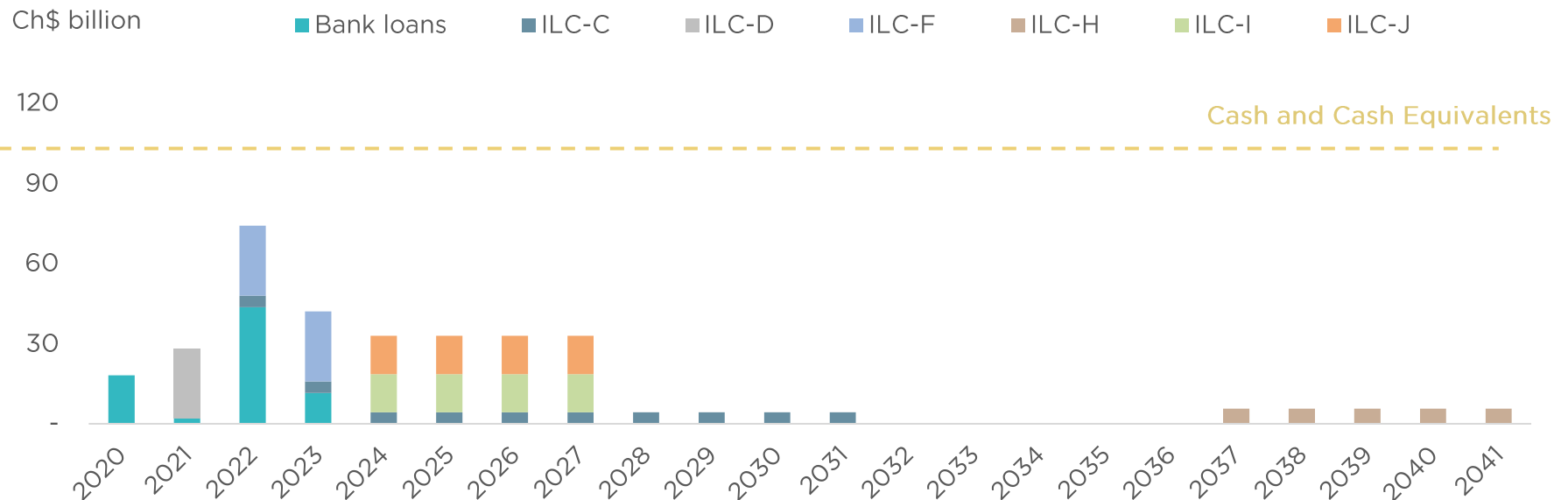
45% of debt refinanced in 2019

Risk Rating AA+

Recently capitalized subsidiaries
(2019-2020)



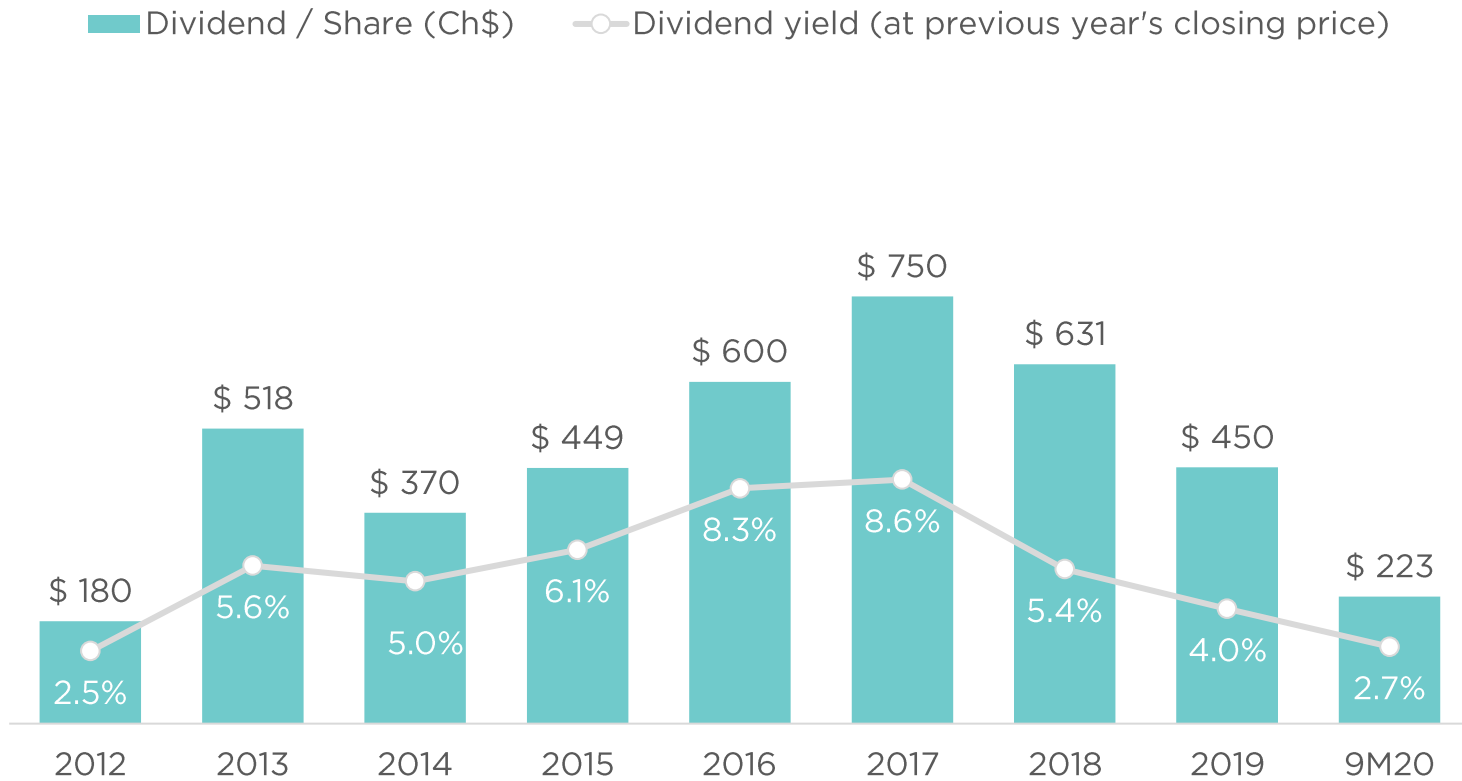
Repayment Schedule - ILC (September 2020)



5. ATTRACTIVE DIVIDEND YIELD



ILC Dividends and Dividend Yield:



Dividends:
CLP\$
4,171
 (59% P° IPO)

#4
 Dividend
 Yield⁽¹⁾
 IPSA
 Companies
 2016-2020

(1) At closing price 2016
 Source: ILC, Santiago Exchange.

6. ADAPTATION TO POTENTIAL REGULATORY CHANGES



Health Insurance Industry Vehicles

Status in 2011	Situation today
 <ul style="list-style-type: none"> Mandatory Insurance 	 <ul style="list-style-type: none"> Mandatory Insurance
	 <ul style="list-style-type: none"> Supplementary Insurance

Savings Industry Vehicles

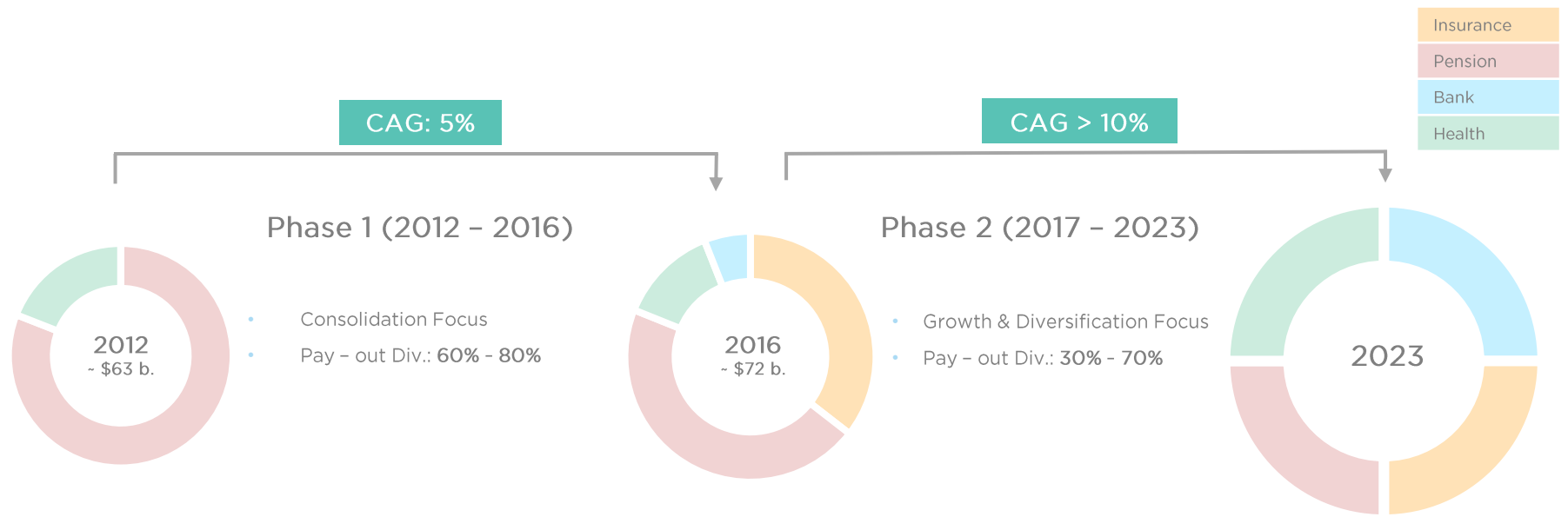
Status in 2012	Situation today
 <ul style="list-style-type: none"> APV and Voluntary Savings  	 <ul style="list-style-type: none"> APV and Voluntary Savings   
	 <ul style="list-style-type: none"> APV and Voluntary Savings
	 <ul style="list-style-type: none"> Asset Management

04 Wrap-Up and Conclusions

- Main Challenges



ILC Net Income Composition



SUMMARY



1. Leadership in Health Services and Insurance



2. Diversification



3. Resilient Results

- Remote Working and Online Services
- Operational Continuity
- Tenders awarded D&SI Chile

4. Dividend Yield

CLP\$ 4,171 / ~ 59% IPO price
Total Dividends / Accumulated Dividend Yield since IPO

5. Adapting to Regulatory Changes



Solvency and Sustainability




Annex

- Subsidiaries at a Glance



AFP HABITAT AT A GLANCE

- In 2016 ILC associated with Prudential to spread its presence throughout the Latin American Pension Industry, being the second largest pension fund company in the region

	 Chile	 Peru	 Colombia	Consolidated	
AFP Habitat September 2020 (LTM)	Revenues (US\$ m.)	248	40	50	338
	Net Res. bf. Taxes and <i>Encaje</i> (US\$ m.)	142	16	3	161
	AUM (US\$ bn.)	56	3	10	69
	Affiliates (m.)	1.9	1.0	1.9	4.9
	Contributors (m.)	1.0	0.4	0.8	2.1
	Pensioners (m.)	0.2	0.0	0.0	0.2
	Employees	2,988	221	878	4,087

- Region Potential

55

million active population

47%

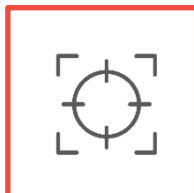
Labor formality

US\$900 bn.

GDP

US\$320 bn.

AuM



Strategy

Life Insurances, focused on annuities



Network

19 Branches
Digital platforms



Pensioners

~110 thousand



AuM

US\$9 bn.

25% real estate / 22% foreign investments / 43% Fixed Income / 3% equities



Market Share

5.5% in direct premiums
14.5% in AuM
18.2% in pensioners



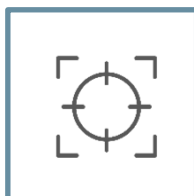
Profit and Risk

Net Income CLP\$466 m.
15.0x leverage

Story of Confuturo



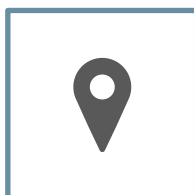
- Nov. 2013: ILC acquires 67% of Banco Internacional
- June 2016: ILC increases its participation to 99.9%
- June 2019: Confuturo merges with Corpseguros
- Since 2013, there has been CLP\$140 bn. in capital increases



Strategy
Commercial Loans



Loans
Total Loans US\$ 2.7 bn.
98% Commercial Loans



Network
12 Branches
4 Business Centers



Market Share
1.1% in Total Loans
1.7% in Commercial Loans



Clients
~5,600 in Corporate Banking



Profit and Risk
Net Income CLP\$ 22 bn.
13.1% ROE
AA- Rating

Story of Banco Internacional



- Nov. 2015: ILC acquires 50.6% of Banco Internacional
- April 2019: ILC increases its participation by 17% → 67.2%
- Since 2015, there has been CLP\$88 bn. in capital increases

ILC HEALTH SECTOR: SUPPLY + DEMAND

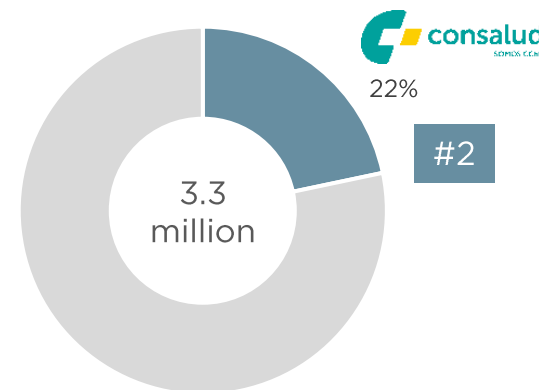
Supply: Healthcare Network:

National Coverage		#1	
Region	Inpatient	Outpatient	Dental
Arica			
Tarapacá			
Antofagasta			
Atacama			
Coquimbo			
Valparaíso			
Metropolitana			
O´Higgins			
Maule			
Ñuble			
Bío Bío			
Araucanía			
Los Ríos			
Los Lagos			
Aysén			
Magallanes			
Total	1,018 Beds	989 Exam Rooms	472 Dental Chairs

Demand: Health Insurances

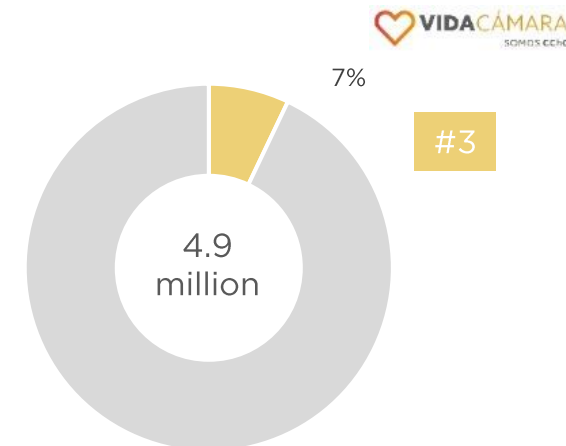
Mandatory Health Insurance

Beneficiaries September 2020:



Supplemental Health Insurance

Beneficiaries September 2020:





67.0%

International Investors

11%

Local Investors

22%



ILC's Board of Directors

ILC's Management

Directors' Committee

Investment Committee

Sustainability Committee

Subsidiary's Board of Directors

Subsidiary's Management

Committees

- The Company is controlled by the Chilean Chamber of Construction, a non-profit entity, which elects annually five of seven directors of ILC at the Shareholders' Meeting

- ILC has a Committee of Directors, responsible for reviewing financial information and auditor's reports, related parties' transactions, remuneration systems, internal auditing procedures, among others
- ILC has also an Investment Committee responsible for reviewing financial decisions undertaken by ILC and a Sustainability Committee responsible for defining and controlling ILC's Corporate Sustainability Strategy, objectives and goals

- Each of ILC's subsidiaries has an independent Board of Directors and Management

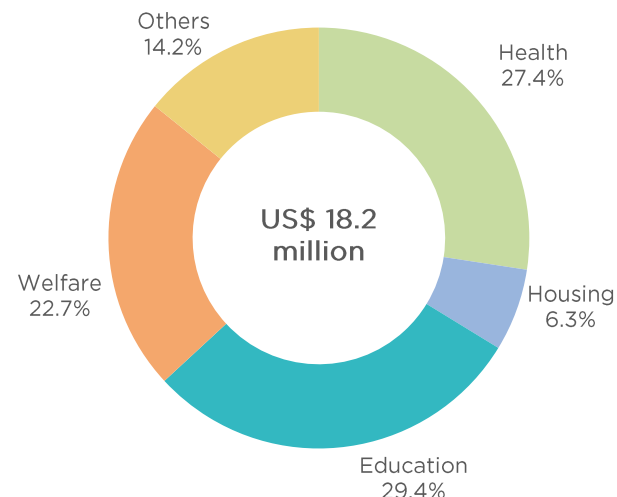
- Other initiatives to enhance ILC's Corporate Governance: Corporate Governance Manual, Ethic Code, Crime Prevention Model, Ethic Hotline, Comptroller, Management Control Department and Investor Relations among others

OUR CONTROLLING SHAREHOLDER: CChC

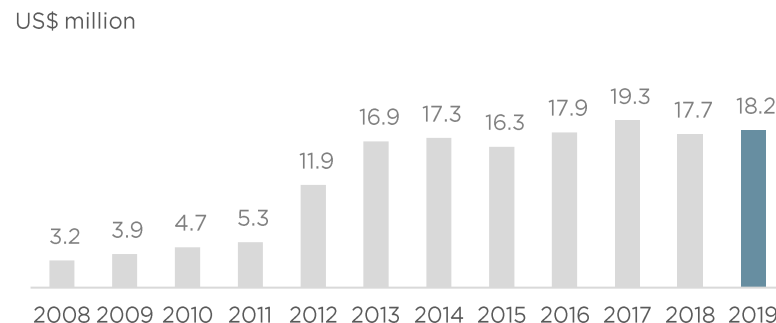


- The CChC is a **private trade association** founded in 1951
- Made up of 3,000 members in Chile
- Main objective: **promote the development of the construction industry** as a fundamental tool for national progress
- The CChC is our **founder** and **largest shareholder**. This entity owns **ILC** and **CChC Social**, a network focused on social actions mainly in the areas of education, training, health, housing, sports, culture and social welfare
- The CChC **receives 67% of the dividends generated by ILC**. A significant portion is invested by CChC Social in projects that benefit construction workers and their families

CChC Social Investment Breakdown by Area 2019



CChC Investment in Social Projects



SUMMARIZED FINANCIAL STATEMENTS AND SUBSIDIARIES FIGURES



Balance Sheet

CLP\$ m.	Sept 2020	Dec. 2019
NON INSURANCE ACTIVITY ASSETS	1,217,223	1,110,415
Total Current Assets	340,081	310,250
Total Non Current Assets	877,142	800,165
TOTAL INSURANCE ACTIVITY ASSETS	7,019,906	6,961,406
TOTAL BANKING ACTIVITY ASSETS	3,864,795	3,315,947
TOTAL ASSETS	12,101,924	11,387,768
NON-INSURANCE ACTIVITY LIABILITIES	1,030,098	974,285
Total Current Liabilities	340,212	360,771
Total Non Current Liabilities	689,886	613,515
INSURANCE ACTIVITY LIABILITIES	6,542,031	6,448,703
BANKING ACTIVITY LIABILITIES	3,636,250	3,110,962
TOTAL LIABILITIES	11,208,380	10,533,951
Equity Attributable to Owners of the Parent Company	802,595	771,628
Non-Controlling Interests	90,949	82,189
TOTAL EQUITY	893,544	853,817
TOTAL LIABILITIES + EQUITY	12,101,924	11,387,768

Income Statement

CLP\$ m.	9M20	9M19
NON-INSURANCE ACTIVITY		
Operating result	4,887	28
Non operating result	7,636	27,379
Non-Insurance activity profit	14,088	27,869
INSURANCE ACTIVITY		
Operating result	9,279	46,802
Non operating result	4,678	(213)
Insurance activity profit	12,315	41,094
BANKING ACTIVITY		
Operating result	17,545	25,023
Non operating result	(85)	7
Banking activity profit	14,805	20,336
PROFIT (LOSS) FOR THE PERIOD	41,208	89,299
Profit attributable to owners of the parent company	36,807	80,098
Profit attributable to non-controlling interest	4,402	9,201

Individual Results

(LTM September 2020, CLP\$ bn.)

	AFP Habitat	Confuturo	Banco Internacional	Red Salud	Consalud	Vida Cámara
Industry	Pension Funds	Life Insurance	Bank	Healthcare Provider	Mandatory health insurance	Voluntary health insurance
Revenues	266.1	416.3	103.9	371.5	585.9	89.1
EBITDA / EBITDAE	N.A.	N.A.	N.A.	21.2	N.A.	N.A.
Net Income	103.4	0.5	19.3	(12.9)	15.8	15.7
Assets	772.5	6,859.0	3,846.9	535.4	173.0	87.8
Liabilities	280.2	6,423.9	3,642.9	369.2	147.5	54.5
Equity	492.3	435.1	204.0	166.3	25.4	33.4
Net Financial Debt	(4.7)	28.1	931.2	255.0	(4.8)	(4.0)
% ownership ILC	40.3%	99.9%	67.2%	99.9%	99.9%	99.9%



INVESTOR MEETINGS – SCOTIABANK

January 2021